

Message Text

UNCLASSIFIED

PAGE 01 STATE 240981

60

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 RSC-01 EB-06 /018 R

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DRAFTED BY COM/OED/MEPD:JNRANDOLPH

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----- 090792

R 012212Z NOV 74

FM SECSTATE WASHDC

TO AMEMBASSY QUITO

UNCLAS STATE 240981

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: AIRPORT FIRE FIGHTING VEHICLES

1. USDOC/MEPD CONTACTED BY DAN DECOURSIN, MANAGER GOVERNMENT SALES, OSHKOSH TRUCK COMPANY. OSHKOSH IN CONTENTION FOR AWARD 4 FIRE FIGHTING VEHICLES, WHICH RUN NEIGHBORHOOD DOLS 250,000 EACH WITH SPARE PARTS AND AUXILIARY EQUIPMENT. OSHKOSH QUOTING SAME TYPE VEHICLE SUPPLIED USAF. OSHKOSH AGENT EXANCO ECUADOR, P.O. BOX 418-A, QUITO FEELS CHANCES ENHANCED IF AIR ATTACHE COULD BACKSTOP EXANCO EFFORT WITH DEPARTMENT CIVIL AVIATION. TOLD DECOURSIN SEND LETTER AND AVAILABLE MATERIALS ON EQUIPMENT TO COMATT. REQUEST EMBASSY PROVIDE APPRPRRIATE ASSISTANCE.

2. ACCORDING DECOURSIN, SOME 25 ORIGINAL BIDDERS OF WHICH ABOUT 5 STILL IN CONTENTION. COMPETITION FROM U.K., F.R.G., AND SPAIN. DECOURSIN DID NOT THINK OSHKOSH FACING ANY OTHER U.S. COMPETITORS. FELT HIS FIRM HAD PARTICULARLY GOOD CHANCE BECAUSE DELIVERY PERIOD OF 300 DAYS SUBSTANTIALLY SHORTER THAN COMPETITION. IN VIEW MAGNITUDE POTENTIAL SALE, WOULD APPRECIATE BEING APPRISED OF DEVELOPMENTS.

INGERSOLL

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Disposition Event:
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